

COMMITTEE CHAIR AND COMMITTEE MEMBERS,

MY NAME IS KEITH KALLI AND I AM FROM CROMWELL, MN. MY WIFE AND I OWN AND OPERATE KALLI'S PLACE IN WRIGHT, MN.

I AM WRITING TODAY TO VOICE MY OPPOSITION OF THE REMOVAL OF OPEN WHOLESALING AND IN SUPPORT OF SF 3008 HERE IN MINNESOTA.

AS A SMALL RURAL ON-PREMISE BUSINESS, IT IS ALREADY TOUGH ENOUGH TO GET SERVICE FROM OUR WHOLESALERS EVEN UNDER THE CURRENT SYSTEM OF DISTRIBUTION. I AM LIMITED TO ONCE A MONTH DELIVERY BY ONE DISTRIBUTOR AND TWICE A MONTH BY ANOTHER. THE DISTRIBUTOR THAT IS PUSHING FOR THE REMOVAL OF OPEN WHOLESALING HAS NOT CALLED ON ME FOR 2 PLUS YEARS. WITH SHORTAGES AND DISTRIBUTOR RATIONING OF PRODUCTS, IT IS VERY DIFFICULT TO IMPOSSIBLE TO MAINTAIN A CONTINUOUS INVENTORY OF POPULAR PRODUCTS. HOW WILL THIS GET ANY BETTER FOR RURAL MINNESOTA LICENSED ESTABLISHMENTS IF ONE WHOLESALER CONTROLS THE VAST MAJORITY OF THE BRANDS WE AND OUR CUSTOMERS RELY ON AND WANT US TO CARRY WHEN WE ARE NOT GETTING THOSE PRODUCTS FROM THEM NOW? NONE OF US SEE THIS AS A GOOD MOVE FOR FAMILY RUN BUSINESSES.

AS A VICE PRESIDENT OF ON-PREMISE FOR THE MINNESOTA LICENSED BEVERAGE ASSOCIATION, I HAVE DONE MY DUE DILIGENCE AND HAVE REACHED OUT TO MANY FELLOW RETAILERS FROM IN AND OUTSIDE OF MY AREA AND THEY ALL HAVE SHARED THE SAME HORROR STORIES THAT I HAVE. SOME MUCH WORSE.

THIS IS A CRITICAL ISSUE FOR OUR RURAL MINNESOTA LIQUOR LICENSEES AND I BEG YOU TO SUPPORT SF 3008. OUR SURVIVAL DEPENDS ON IT.

KEITH KALLI
KALLI'S PLACE
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